RFP 15-025 Attachment K
Question and Answer Document

#	DOC NAME (RFP or Attachment)	PAGE # OR SECTION #	Agency	QUESTION #	RESPONDENTS QUESTION	ANSWER
1	APPENDIX G	2.4.11	IDOA	2.4.11	Is the intent for the bidder to provide contractual, State-wide Roadside Assistance services as part of the bid? Or, is the intent to provide dispatch services to one of the State's existing vehicle repair dispatch services? The Scope of Work (Appendix C) could be interpreted as delivering an alert when the need for Roadside Assistance occurs. Please clarify.	The requirements of roadside assistance are not defined. For the purposes of this solicitation, the Respondent is to provide detailed feedback in the technical proposal regarding its capability to provide roadside assistance.
2	APPENDIX C	Page 2	IDOA	2.g	Safety Belt Utilization: Please offer intent and requirements. Driver only? Other passengers? If vehicle-supplied OBD codes are not available on a vehicle type, is this requirement waived for those vehicles? Or, are you expecting a price table showing extra costs for aftermarket outfitting of appropriate usage sensors?	99% of the current fleet vehicles should accommodate OBD codes. At minimum, an alert should be generated if the driver is not wearing the safety belt.
3	APPENDIX C	Page 2	IDOA	2.m	Greenhouse Gas Emissions: Does the State have a reporting requirement to another Federal or State agency, and if so, does it offer a standard formulaic calculation by vehicle type? If not, will this requirement be satisfied with estimated calculations from other sensors and vehicle status data (engine idle time, fuel usage, etc.) agreed upon prior to implementation?	Yes, information calculated from the vehicle status data and/or sensors will meet the current requirement.
4	APPENDIX H	Data Gathering, Handling and Storage (Page 2)	INDOT, IDOA	2.4.17	Which cellular network standard (GSM, CDMA, etc.) and carrier(s) data contracts are to be leveraged? Please explain what you mean by "leveraged"...is that carrier invoicing for the airtime/data used in this telematics solution? In other words, is the monthly airtime cost component to be included in the Bidder's proposal, or is that assumed to be covered in the existing State carrier contract? Is the State open to alternative airtime models that might reduce overall costs of the INDOT/IDOA fleet management solutions?	At this time this applies to INDOT only. INDOT currently utilize both AT&T and Verizon Wireless (see QPAs at http://www.in.gov/idoa/proc/QPA/12884.pdf and http://www.in.gov/idoa/proc/QPA/9847.pdf). If your proposal intends for INDOT to provide its own connectivity via these agreements then that should be stated. If your solution provides connectivity then that is also acceptable. However, it's important that the telecommunications provider be able to provide connectivity to the vast majority of Indiana rural areas (coverage map). The state will consider other airtime models for this project. "Leveraged" means that the wireless connection can be utilized for other devices such as IPADS or Laptops. It is acceptable for the Respondent to provide both options; A) proposal where the wireless connection can be leveraged by other devices such as iPads, B) proposal where wireless connection cannot be leveraged by other devices.
5	APPENDIX H	Data Gathering, Handling and Storage (Page 2)	INDOT, IDOA	2.4.17	Please offer an example scenario of how you see using third party hardware devices to share cellular network connection. Perhaps you can also offer guidance on the type of hardware you envision connecting to the shared network solution (beyond the onboard telematics solution).	State field personnel carry disconnected IPADS or laptops. It would be beneficial if these devises could connect to the wireless connection that is utilized for the system.
6	APPENDIX D	Page 2, "Installation Requirements "	INDOT	4	Application rates of various products: Do the existing trucks have OE-installed, built-in meters or gauges with data output capability? Please explain. If not, is there expected to be installation of an application rate metering solution as part of each truck's technology deployment?	Application measurement devises are present on most if not all heavy trucks. The vendor is not required to install an application rate metering solution.
7	APPENDIX D	Page 3, "Service Requirements "	INDOT	5	The requirement for "Full on-site installation support at no additional cost"…is that for additional installations beyond the initial implementation? It is not intended to imply that all initial implementations (1000 units for INDOT) are at no cost, right? Or, are you saying you want installation included in the per-unit price?	The requirement pertains to the on-site installation of 1000 units for the INDOT heavy truck fleet. To clarify, the phrase "at no additional cost" means that all costs associated with the installation must be included in the Respondent's cost proposal. In other words, the Respondent's cost proposal must encompass all costs for the requested products/services in consideration of the contract term.
8	15-025	2.4	IDOA and INDOT	1	Is it possible to have each agency (IDOA and INDOT) on different platforms/databases with different hardware, or is the requirement to have each agency on the same platform/database with similar hardware?	The INDOT component (heavy snow truck fleet) may be on a different platform apart from the IDOA component if it is necessary to meet the scope of work requirements.
9	15-025; Attachment G	2.4.41	INDOT	2	Will vendor need to supply sensors for snow plow position, salt rate, hydraulic system condition, or are sensors currently on trucks for us to connect to and monitor?	INDOT's heavy truck fleet is equipped with application rate monitors only. The Respondent's hardware may interface with the existing application rate monitors to satisfy the requirement; however, the Respondent must also provide for the other monitoring requirements.
10			INDOT		What percentage of vehicles are light duty, heavy duty, and equipment?	As defined in the scope of work, approximately 1,000 vehicles are heavy duty trucks, the remaining 9,000 vehicles are light duty. At this time, only platted vehicles are considered for the telematics program.
11			INDOT		What is the average age or specific age/year of vehicles?	The current age of the INDOT heavy truck fleet ranges from model year 1995 to the current year.
12			INDOT		What percentage of the fleet is turned over annually?	Approximately 5% annual turnover.
13			INDOT		What cellular network is being used?	Please see answer to question #4.
14	Reference: Attachment C IDOA Scope of Work: IDOA – Telematics Program		IDOA/INDOT		If data is included with the monthly fee and our data services are less expensive than what is paid by the State, can the requirement to use the State cellular provider be waived?	This requirement is only applicable to the INDOT fleet component. Yes. However, our fleet visits the most remote areas within Indiana. Therefore, the cellular providers coverage capabilities is very important.
15	INDOT - Scope of Work		INDOT		Some video cameras systems are available with onboard hard drives and do not carry a monthly service fee. Video is downloaded by management only when there is an incident. Is this an acceptable solution to the State as a significant cost saving measure?	No. The state seeks real-time data and images from truck-mounted telemetry equipment and dashboard-mounted cameras (INDOT Scope of Work)
16	Technical Proposal Template	2.4.8, 1.b	INDOT		Elaborate on 1.b. in the same section and also in Technical Proposal Template 2.4.8 as to specific corrosive materials, water temps and water pressures?	Salt or any de-icing or anti-icing chemicals used. Temperatures may be highly variable in nature and with pressures up to and possible exceeding 3,000 p.s.i.
17	INDOT - Scope of Work		INDOT		How many vehicles will require PTO/auxiliary monitoring?	Examples of auxiliary monitoring required for the entire INDOT heavy truck fleet include, but are not limited to, bed up/down and sprayer application rate. The INDOT scope of work details the monitoring requirements for the telematics system.
18	INDOT - Scope of Work		INDOT		What is meant by hardware updates as they become available?	INDOT's expectation is that the heavy truck fleet receive all relevant system software upgrades as they become available, and all system hardware upgrades in the event that new system software capabilities exceed original hardware capabilities. All costs associated with the upgrading of software and hardware shall be included in the Respondent's cost proposal.
19			INDOT		a. New devices might come out several times in several years.	Please see answer to question #18.
20	INDOT - Scope of Work		INDOT		Regarding "System must allow for variable inputs beyond open/closed voltage triggers" could you please give examples?	Some examples include the degree of plow angle, the flow of pre-wet and the measurement of salt spreading activity.
21	INDOT - Scope of Work		INDOT		"determine application rates of various products specifically but not limited to salt and brine." What other products? Please give specific examples?	Some examples include herbicides, aggregates, and any other de-icing or anti-icing liquids, but not limited to these examples.
22			INDOT		Regarding #10, Provide all collected data, time-stamped and ready for use in analysis, in a format compatible with current INDOT data systems, including but not limited to Microsoft Office applications (version 2007 and newer), Iteris, CARS, and the INDOT Work Management System (WMS) and M5 Fleet Management System – a. Do CSV or XML formats meet this requirement? b. Does the state have web services in place for consuming provided data?	Both CSV and XML formats are acceptable. INDOT is able to consume data from a vendor hosted web service.
25	INDOT – Scope of Work		INDOT		What is your current Fleet Management System and what data format is required regarding?	The current fleet management system is M-5 by Asset Works. INDOT can accept data in either CSV or XML formats.

26	Technical Proposal Template	2.4.23	INDOT		What data formats and data services are required to integrate with Asset Works M-5 Program?	Please see answer to question #25
27			IDOA		What percentage of vehicles are light duty, heavy duty, and equipment?	At this time, only platted vehicles are considered for this scope of work. 84% light duty type vehicles, 16% heavy duty.
28			IDOA		What is the average age or specific age/year of vehicles?	40% - 10 yrs or older - 34% - 6 to 9 years - 26% - 1 to 5 years
29			IDOA		What percentage of the fleet is turned over annually?	The exact number varies. On average approximately 7% per year.
30			IDOA		What cellular network is being used?	No cellular network is currently used by IDOA.
31	IDOA Scope of Work		IDOA		If data is included with the monthly fee and our data services are less expensive than what is paid by the State, can the requirement to use the State cellular provider be waived?	This is a requirement for the INDOT component only. Please see answer to #14.
32			IDOA		Is the financial information of the company and its principals considered confidential and not subject to APRA (Access to Public Records Act)? Can this financial information be marked as confidential and be specifically excluded?	Please see Section 1.15 of the RFP document (page 6). Respondents must clearly mark any information deemed confidential and must specify the statutory exemption found in IC 5-14-3 that applies.
33	IDOA – Scope of Work		IDOA		Regarding "Definable Vehicle Operating Time Limits" - System Capability and Data Reporting Requirements), is this in reference to after-hours usage? If not, please clarify?	This requirement applies to the actual time of day the vehicle is used, number of trips, length of each trip, etc.. The capability to collect this information will be used to create various user defined reports, including after hour usage.
34	IDOA – Scope of Work		IDOA		Clarify specific minimum requirements for roadside assistance. E.g. types of vehicles covered, towing distance, services, etc...?	IDOA has not defined minimum requirements. Question 2.4.11 of the IDOA Technical Proposal Template requests information regarding Respondent roadside assistance options. Please also see answer to questions #1.
35			IDOA		Can we get a transcript or recording of the Q&A meeting held 1/23/2015?	The slide presentation and an attendance sign-in sheet are available at: http://www.in.gov/idoa/proc/bids/rfp-15-025/
36			IDOA		Does either IDOA or INDOT have working experience with any Telematics provider(s)?	Please see answer to question #37
37			IDOA		Has IDOA or INDOT conducted a "proof of concept" or "pilot project" with a Telematics provider(s) prior to issuing RFP #15-025? If yes, please provide the name(s) of the Telematics companies that participated in the pilot project(s).	Yes, IDOA has conducted a pilot program utilizing Verizon Network Fleet on a limited number of state fleet vehicles, including INDOT heavy trucks.
38			INDOT		Is it a requirement for data to be collected on the amount of materials dispersed such as brine and/or salt?	Yes
39			IDOA		What company, Manufacturer or brand "ground speed controller is being used by either IDOA or INDOT	IDOA does not use a ground speed controller at this time. INDOT utilizes Muncie Power and Certified Power controllers. Other brands may be utilized in the future.
40					What information or data is required to be collected from that device?	Must collect all data referenced in the scope of work.
41					Please define ITERIS? How does it work?	ITERIS is the weather service MDSS provider. It is primarily used for snow and ice maintenance modeling. It uses metrological forecasts and known maintenance actions to apply to a pavement condition model in order to determine necessary maintenance primarily for snow and ice removal.
42					Is the connection to ITERIS in reference to an MDSS a requirement?	Yes
43					Is it a State requirement to have "on board" or "driver in cab" input to the MDSS?	So long as the solution meets the requirements of the scope of work, the state does not have a preference as to the hardware unit's driver input capabilities. Any system capable of driver input should prevent modification of the data feeds requested in the scope of work .